State of Nevada
Department of Conservation & Natural Resources
Nevada Division of Environmental Protection NDEP.nv.gov

POD Response to: Technical Support for National Environmental Information Exchange Network RFP 3251

Opening Date – July 6, 2016
Opening Time – 2:00 PM

Technical Response

July 6, 2016

POD, Inc.
5971 Jefferson NE, Suite 101
Albuquerque, NM 87109
POD, Inc.

TAB II - TABLE OF CONTENTS

TAB II – TABLE OF CONTENTS 2
TAB III – VENDOR INFORMATION SHEET 3
TAB IV – STATE DOCUMENTS 5
TAB V – ATTACHMENT B – CERTIFICATION AND COMPLIANCE 13
TAB VI – SECTION 4 – SYSTEM REQUIREMENTS 15
TAB VII – SECTION 5 – SCOPE OF WORK 27
TAB VIII – SECTION 6 – COMPANY BACKGROUND AND REFERENCE 31
TAB IX – PROPOSED STAFF RÉSUMÉS 33
TAB X – PRELIMINARY PROJECT PLAN 45
TAB XI – OTHER INFORMATIONAL MATERIAL 49

TAB III – VENDOR INFORMATION SHEET

V1	Company Name	POD, Inc.

V2	Street Address	5971 Jefferson NE, Suite 101

V3	City, State, ZIP	Albuquerque, NM 87109

V4	Telephone Number		
	Area Code: 505	Number: 243-2287	Extension: N/A

V5	Facsimile Number		
	Area Code: 505	Number: 243-4677	Extension: N/A

V6	Toll Free Number		
	Area Code:	Number: N/A	Extension:

V7	***Contact Person for Questions / Contract Negotiations, including address if different than above***
	Name: Dan Donoghue
	Title: Business Manager – New Mexico
	Address: [same address as above]
	Email Address: dan.donoghue@poddatasolutions.com

V8	Telephone Number for Contact Person		
	Area Code: 505	Number: 577-8194	Extension: N/A

V9	Facsimile Number for Contact Person		
	Area Code: 505	Number: 243-4677	Extension: N/A

V10	***Name of Individual Authorized to Bind the Organization***	
	Name: Samantha Lapin	Title: President/CEO

V11	Signature ***(Individual must be legally authorized to bind the vendor per NRS 333.337)***	
	Signature: Jon King for Samantha Lapin	Date: 6/27/16

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TAB IV – STATE DOCUMENTS

ATTACHMENT A – CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION

Submitted proposals, which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "confidential" **will not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a "trade secret" as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors' technical and cost proposals become public information.

In accordance with the Submittal Instructions of this RFP, vendors are requested to submit confidential information in separate binders marked "**Part I B Confidential Technical**" and "**Part III Confidential Financial**".

The State will not be responsible for any information contained within the proposal. Should vendors not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in ***Section 2 "ACRONYMS/DEFINITIONS."***

Please initial the appropriate response in the boxes below and provide the justification for confidential status.

Part I B – Confidential Technical Information			
YES		NO	X
Justification for Confidential Status			

A Public Records CD has been included for the Technical and Cost Proposal			
YES	X	NO (See note below)	
Note: By marking "NO" for Public Record CD included, you are authorizing the State to use the "Master CD" for Public Records requests.			

Part III – Confidential Financial Information			
YES		NO	X
Justification for Confidential Status			

POD, Inc.

Company Name

Signature

Dan Donoghue

Print Name

6/28/16

Date

POD, Inc.

Vendor Company Name

Vendor Signature Jon King for Samantha Lapin

Samantha Lapin 6/27/16

Print Name Date

ATTACHMENT C – VENDOR CERTIFICATIONS

Vendor agrees and will comply with the following:

(1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.

(2) All proposed capabilities can be demonstrated by the vendor.

(3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.

(4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.

(5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals must be made in good faith and without collusion.

(6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion must be in writing and included in the proposal at the time of submission.

(7) Each vendor must disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict should be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.

(8) All employees assigned to the project are authorized to work in this country.

(9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.

(10) The company has a written policy regarding compliance for maintaining a drug-free workplace.

(11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.

(12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.

(13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

ATTACHMENT E
INSURANCE SCHEDULE

INDEMNIFICATION CLAUSE:

Contractor shall indemnify, hold harmless and, not excluding the State's right to participate, defend the State, its officers, officials, agents, and employees (hereinafter referred to as "Indemnitee") from and against all liability, claims, actions, damages, losses, and expenses, including without limitation reasonable attorneys' fees and costs, (hereinafter referred to collectively as "claims"), caused, or alleged to be caused, in whole or in part, by the negligent or willful acts or omissions of Contractor or any of its owners, officers, directors, agents, employees or subcontractors. This indemnity includes any claim or amount arising out of or recovered under the Workers' Compensation Law or arising out of the failure of such contractor to conform to any federal, state or local law, statute, ordinance, rule, regulation or court decree. It is the specific intention of the parties that the Indemnitee shall, in all instances, except for claims arising solely from the negligent or willful acts or omissions of the Indemnitee, be indemnified by Contractor from and against any and all claims. It is agreed that Contractor will be responsible for primary loss investigation, defense and judgment costs where this indemnification is applicable. In consideration of the award of this contract, the Contractor agrees to waive all rights of subrogation against the State, its officers, officials, agents and employees for losses arising from the work performed by the Contractor for the State.

INSURANCE REQUIREMENTS:

Contractor and subcontractors shall procure and maintain until all of their obligations have been discharged, including any warranty periods under this Contract are satisfied, insurance against claims for injury to persons or damage to property which may arise from or in connection with the performance of the work hereunder by the Contractor, his agents, representatives, employees or subcontractors.

The insurance requirements herein are minimum requirements for this Contract and in no way limit the indemnity covenants contained in this Contract. The State in no way warrants that the minimum limits contained herein are sufficient to protect the Contractor from liabilities that might arise out of the performance of the work under this contract by the Contractor, his agents, representatives, employees or subcontractors and Contractor is free to purchase additional insurance as may be determined necessary.

A. **MINIMUM SCOPE AND LIMITS OF INSURANCE:** Contractor shall provide coverage with limits of liability not less than those stated below. An excess liability policy or umbrella liability policy may be used to meet the minimum liability requirements provided that the coverage is written on a "following form" basis.

1. **Commercial General Liability – Occurrence Form**
   Policy shall include bodily injury, property damage and broad form contractual liability coverage.
   - General Aggregate $2,000,000
   - Products – Completed Operations Aggregate $1,000,000
   - Personal and Advertising Injury $1,000,000
   - Each Occurrence $1,000,000

   a. The policy shall be endorsed to include the following additional insured language: "The State of Nevada shall be named as an additional insured with respect to liability arising out of the activities performed by, or on behalf of the Contractor".

2. **Worker's Compensation and Employers' Liability**
   Workers' Compensation Statutory

Employers' Liability

Each Accident	$100,000
Disease – Each Employee	$100,000
Disease – Policy Limit	$500,000

a. Policy shall contain a waiver of subrogation against the State of Nevada.

b. This requirement shall not apply when a contractor or subcontractor is exempt under N.R.S., AND when such contractor or subcontractor executes the appropriate sole proprietor waiver form.

3. Technology E&O/Professional Liability

The policy shall cover professional misconduct or lack of ordinary skill for those positions defined in the Scope of Services of this contract.

Each Claim	$1,000,000
Annual Aggregate	$2,000,000

a. In the event that the professional liability insurance required by this Contract is written on a claims-made basis, Contractor warrants that any retroactive date under the policy shall precede the effective date of this Contract; and that either continuous coverage will be maintained or an extended discovery period will be exercised for a period of two (2) years beginning at the time work under this Contract is completed.

4. Network Security (Cyber) and Privacy Liability:

Per Occurrence	$1,000,000
Annual Aggregate	$2,000,000

a. This errors and omissions insurance shall include coverage for third party claims and losses including with respect to network risks (such as data breaches, transmission of virus/malicious code; unauthorized access or criminal use of third party, ID/data theft) and invasion of privacy regardless of the type of media involved in the loss of private information (such as computers, paper files and records, or voice recorded tapes), covering collection, use, access, etc. of personally identifiable information., direct liability, as well as contractual liability for violation of privacy policy, civil suits and sublimit for regulatory defense/indemnity for payment of fines and penalties

b. The retroactive coverage date shall be no later than the effective date of this contract.

c. Contractor shall maintain an extended reporting period for not less than two (2) years after termination of this contract.

B. **ADDITIONAL INSURANCE REQUIREMENTS:** The policies shall include, or be endorsed to include, the following provisions:

1. On insurance policies where the State of Nevada is named as an additional insured, the State of Nevada shall be an additional insured to the full limits of liability purchased by the Contractor even if those limits of liability are in excess of those required by this Contract.

2 The Contractor's insurance coverage shall be primary insurance and non-contributory with respect to all other available sources.

C. **NOTICE OF CANCELLATION:** Each insurance policy required by the insurance provisions of this Contract shall provide the required coverage and shall not be suspended, voided or canceled except after thirty (30) days prior written notice has been given to the State, except when cancellation is for non-payment of

premium, then ten (10) days prior notice may be given. Such notice shall be sent directly to Attn: **Adele Basham, Nevada Division of Environmental Protection.**

D. **ACCEPTABILITY OF INSURERS:** Insurance is to be placed with insurers duly licensed or authorized to do business in the state of Nevada and with an "A.M. Best" rating of not less than A- VII. The State in no way warrants that the above-required minimum insurer rating is sufficient to protect the Contractor from potential insurer insolvency.

E. **VERIFICATION OF COVERAGE:** Contractor shall furnish the State with certificates of insurance (ACORD form or equivalent approved by the State) as required by this Contract. The certificates for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf.

All certificates and any required endorsements are to be received and approved by the State before work commences. Each insurance policy required by this Contract must be in effect at or prior to commencement of work under this Contract and remain in effect for the duration of the project. Failure to maintain the insurance policies as required by this Contract or to provide evidence of renewal is a material breach of contract.

All certificates required by this Contract shall be sent directly to **Nevada Division of Environmental Protection.** The State project/contract number and project description shall be noted on the certificate of insurance. The State reserves the right to require complete, certified copies of all insurance policies required by this Contract at any time**. DO NOT SEND CERTIFICATES OF INSURANCE TO THE STATES RISK MANAGEMENT DIVISION.**

F. **SUBCONTRACTORS:** Contractors' certificate(s) shall include all subcontractors as additional insureds under its policies **or** Contractor shall furnish to the State separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to the minimum requirements identified above.

G. **APPROVAL:** Any modification or variation from the insurance requirements in this Contract shall be made by the Attorney General's Office or the Risk Manager, whose decision shall be final. Such action will not require a formal Contract amendment, but may be made by administrative action.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

Jon King for Samantha Lapin	6/27/16	President/CEO
Independent Contractor's Signature	Date	Independent's Contractor's Title
Signature- State of Nevada	Date	Title

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State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Brian Sandoval
Governor

Jeffrey Haag
Administrator

SUBJECT:	Amendment 1 to Request for Proposal 3251
RFP TITLE:	Technical Support For The National Environmental Information Exchange Network
DATE OF AMENDMENT:	June 24, 2016
DATE OF RFP RELEASE:	June 3, 2016
OPENING DATE:	July 6, 2016
OPENING TIME:	2:00 PM
CONTACT:	Gail Burchett, Procurement Staff Member

The following shall be a part of RFP ***3251.*** If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

---

1. Can we use sub-contractor references?

   You can submit references for your sub-contractor but you will also need to submit references for the prime contractor.

2. What is the budget?

   Approximately $200,000 a year

3. Is there a timeline to complete this project?

   This is ongoing effort with multiple individual tasks through the life of the contract. The timeframe to complete an individual task depends on the complexity of the individual project.

4. Can we do on/off-side work combination?

   Yes.

5. Can we use sub-contractor references?

   See #1

6. What is the annual budget for this RFP?

   See # 2

7. Is there a timeline to complete this project?

   See # 3

8. Can we do on / off-side work combination?

   Yes.

9. Is there any incumbent on this RFP? If yes, please provide the incumbent details.

   Windsor Solutions, Inc. They have held the contract for 5 years.

10. Please let us know the last year's spending on this RFP.

    Approximately $200,000

11. Is it single award or multiple award contract?

    Single.

12. Is there an incumbent vendor? If so, what company and how long have they held the contract?

    See # 9

13. What level of effort does the State anticipate, specifically for FTEs?

    The previous contract did not have one specific FTE dedicated to the project(s). It is anticipated that .5 and .75 of an FTE will be required throughout the course of one year. Contractors are free to divide up the workload between multiple FTEs.

14. Does the State have a dollar or a budget amount they anticipate for this project?

    See # 2

15. Is there any possibility of extension of the proposal due date?

    No.

16. Can we use one of the same references as our sub-contractor?

    Yes.

17. Is there a budgeted range for the project?

    See # 2

18. Most of the RFP is very clear about which section of the proposal response we write our response to except for sections 6.1.9, 6.1.10 and 6.2.1.3 (A, B and C) In what tabs of the RFP response should these answers appear?

This information should be included with your technical response.

19. Proposed staff resume form: The RFP states that three references are required for a sub-contractor. Are three references required for proposed employee staff?

    No. References apply to the company only.

ALL ELSE REMAINS THE SAME FOR RFP 3251.

Vendor must sign and return this amendment with proposal submitted.

Vendor Name:	POD, Inc.		
Authorized Signature:			
Title:	Daniel Donoghue	Date:	July1, 2016

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.

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TAB V – ATTACHMENT B – CERTIFICATION AND COMPLIANCE

ATTACHMENT B – TECHNICAL PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP

I have read, understand and agree to comply with ***all*** the terms and conditions specified in this Request for Proposal.

YES x I agree to comply with the terms and conditions specified in this RFP.

NO _____ I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors ***must*** provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

POD Inc.
Company Name

JJ
Signature Jon King for Samantha Lapin

Samantha Lapin
Print Name

June 27, 2016
Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

TAB VI – SECTION 4 – SYSTEM REQUIREMENTS

4.1 POD Response

POD has been working for State agencies for almost 20 years and for various State Environment and Natural Resources agencies for almost 15 years. This record has included work for State Environment, Natural Resources, and related agencies in New Mexico, Montana, and Idaho. We have designed, developed, implemented, supported, and provided independent verification and validation (IV&V) work on projects for systems to:

- ***Collect data (including field data collection).***
- ***Perform remote monitoring.***
- ***Modernize and optimize modeling, e.g., HSPF.***
- ***Integrate and warehouse data.***
- ***Perform data analytics and modeling.***
- ***Implement and ensure data quality.***
- ***Redesign, upgrade, modernize, and replace legacy systems.***
- ***Generate reports and electronic reporting nodes.***

Through these many projects, we've worked with systems associated with underground storage tanks, water quality, air quality, water rights, and specific environmental monitoring and studies, e.g., the NM Willow Flycatcher. The most recent efforts that relate to this RFP are our projects in Idaho to build reporting nodes for the Idaho (ID) Department of Environmental Quality (DEQ). Similar to what is being required here for NV, POD took over for an incumbent vendor to perform this work. This project demonstrates that POD is positioned to assume this project and is well versed in the technical architecture of the National Environmental Information Exchange Network systems. Like the subject of this RFP, the data sources and legacy systems varied in their technology implementations. Our nodes were implemented by use of Microsoft technologies. Our technical staffs for these projects are located in Montana, Idaho, New Mexico, and Nevada.

Discriminators

POD successfully took over the EPA node project from another vendor in Idaho

Our experience with environment and natural resources systems, and specifically our success in assuming an existing project and delivering projects to build reporting nodes for the ID DEQ, makes POD the lowest risk and best choice for the Nevada Information Exchange project. The following sections provide specific information to support this claim for NDEP's project.

4.2 Computing Platform

POD has extensive experience in working with Nevada Division of Environmental Protection (NDEP)'s computing infrastructure. POD's infrastructure uses the same server, database, and desktop environments as those defined by NDEP. We have worked extensively with Microsoft's Windows Server 2008 and 2012 as well as Oracle 11 and Microsoft SQL Server 2012. Our experience with .Net

and implementing data interfaces is extensive. We have been working with Microsoft technologies since POD was founded. As a Microsoft partner for over twenty years, we began developing with .NET when it was first released. For POD to be a partner and maintain our development competencies, our developers have to be certified by Microsoft in these technologies. We have implemented more than a hundred projects using .NET and SQL Server solutions. Similarly, we have extensive experience in Oracle, and POD is an Oracle partner. We have been performing (and currently perform) work on Oracle, SQL Server and .NET development projects for the US Department of Energy's Sandia National Laboratories for more than a decade.

4.3 Technical Requirements

4.3.1 Development of "node plug-ins" that enables new data flows using the State's node on the Federal Exchange Network

POD successfully developed and implemented node plugins for the Idaho DEQ. This development and implementation involved custom interfaces for air quality, water quality, and facilities. The Department is currently using these flows for data reporting on Idaho's node on the Federal Exchange Network. Nevada can count on POD to successfully implement these nodes.

4.3.2 Development of data extraction routine

POD developed and implemented interfaces to existing source systems for the Idaho DEQ. This work included data extraction processes for water quality, air quality, and facilities interchange. The extraction routines were written with a combination of front end and database code that would pull data from the existing structures and transform them into the OpenNode2 data model for submission to the EPA. As in the NDEP project, the existing data sources were in multiple systems using various technologies.

Data quality and the extraction, transformation, and migration of data are principle strengths of POD. We have performed data extracts and transformations from Access, FoxPro, Oracle, SQL Server, Sybase, Informix, DataComm, IDMS, and many other databases. We will bring this collective experience to the NDEP to carry out this project successfully.

4.3.3 Transformation and loading routines to convert data to XML

Using existing plugins from the Node Exchange network, specifically OpenNode2 in Idaho DEQ, the POD-developed system extracts the data from the node plugin tables and transforms the data into XML. POD modified the ICIS Air plugin, Water plugin and Air Quality plugin in order to work with the custom data requirements inside Idaho and the DR DAS monitoring software.

POD has extensive experience from multiple projects using extract, transform, and load (ETL) routines. Our deep experience with data conversions in numerous projects using both ETL routines and XML should give NDEP confidence that POD will make this project successful.

4.3.4 Develop and implementation of new data flows as assigned

POD developed and implemented data flows to existing source systems for the Idaho DEQ. This work includes data extraction processes for water quality, air quality, and facilities interchanges. The extraction routines are written with a combination of front end .NET and database code that pulls data from the existing structures and transforms the data into the OpenNode2 data model for submission to the EPA.

4.3.5 Upgrade of existing data flows as assigned

POD developed and implemented data flows to existing source systems as part of our implementation for the Idaho DEQ. Our work included database upgrades to new versions of SQL Server and Oracle as well as interface upgrades from FedRep. The system has also had to have several server and firewall upgrades for internal and external access.

New data flows anticipated include:

4.3.5.1 Flow of ICIS-AIR data to US EPA's ICIS AIR database system from local NDEP Air Permit SQL Database

For the State of Idaho, we implemented the ICIS AIR plugin. This implementation involved interfacing with the existing systems into the staging tables and implementing the OpenNode2 ICIS Air plugin.

4.3.5.2 Flow of Assessment and Total Maximum Daily Load Tracking and Implementation System (ATTAINS) data from local NDEP source data systems.

In Idaho we have successfully implemented similar flows to the EPA that include Water Quality Data Exchange, Safe Drinking Water System, and Pacific Northwest Water Quality Data Exchange. These flows utilize the OpenNode2 software to allow third parties to query data and the Department to submit data to the EPA. The Department is currently using these flows for data reporting.

Discriminators

POD has familiarity with the EPA interface requirements and the type of data that the EPA needs.

4.3.5.3 Develop water quality evaluation/assessment system that allows organizations to compile supporting data, perform evaluations of water quality and to present the results of this evaluation.

We have successfully carried out several projects in Idaho to implement and enhance the Source Water systems, Fedrep, and water quality reporting. We have implemented flows (Water Quality Data Exchange, Safe Drinking Water System, Pacific Northwest Water Quality Data Exchange) systems into OpenNode2 for EPA reporting. The Department is currently and successfully using these flows for data reporting.

4.3.5.4 Flow data related to Phase II of the National Pollutant Discharge Elimination System (NPDES) Electronic Reporting Rule from local NDEP source data systems.

We have successfully implemented Air Quality and Facility reporting and data transformations from ID DEQ source systems into OpenNode2 for submission to EPA. These flows utilize the OpenNode2

software to allow third parties to query data and the Department to submit data to the EPA. The Department is currently using these flows for data reporting.

4.3.6 Vendors must demonstrate prior experience working with the Exchange Network and successfully implementing data flows. In addition, the awarded vendor must possess demonstrated qualifications related to:

POD's success in implementing the same types of data flows as those needed by NDEP shows our experience in this exact type of work and reduces risk that this effort will suffer from technical problems. POD is familiar with the National Environmental Information Exchange Network and associated technologies.

4.3.7 .NET programming.

Discriminators

POD is not only extremely well versed in utilizing .NET but also expert in using it for state environmental agencies.

POD has more than 10 years of experience in working with .NET for hundreds of projects for government clients across the country. Some of our more recent efforts in the Environment and Natural Resources area include the following.

- ***An application consisting of a public interface that displays source water assessment information to the public and allows users to search for specific reports, download data, and submit comments. The application also has an administrative interface that allows internal users to generate new and edit existing source water assessments, manage database tables, import new data, and run reports. The application interacts with the Safe Drinking Water Information System (SDWIS), GIS, and SQL server, and requires a mathematical component referred to as a susceptibility analysis to generate each individual report.***

- ***Idaho DEQ Ground Water System – The application is used by internal DEQ staff to enter ground water quality data into the database and track wells that are sampled. The application is connected with the Idaho Department of Water Resources (IDWR) database so that users can auto populate well data if they are able to locate the IDWR well ID. The application also has an administrative function that allows designated users to manage look-up tables, publish data to the public interactive mapper, and track activity.***

- ***The Idaho DEQ Web Search Facility system interfacing to OpenNode2 uses web services and Google Maps, allowing the user to query the Idaho Exchange Node for facilities and addresses. These facilities are part of the EPA facility reporting.***

- ***In Montana, POD developed web services and XML/JSON for offline tablets. The application uses web services to download data, using JSON for nurses to evaluate consumers while in a disconnected mode. The system uses Indexed DB and HTML5 to cache resources so that the nurses can open the web application and enter data. When the nurse returns to the office, the system detects a connection and prompts for uploading the questionnaire data. When the upload is initiated, it uses JSON and web services to enter the new data into the web application.***

4.3.8 Development of web services that enable data to be shared over the internet in an XML format.

POD has more than 10 years of building web services (including RESTful web services and Web APIs) and exposing data in XML format (and more recently JSON). The following are some of our most recent projects.

- ***In Idaho, an application we developed takes data from many sources, including Surface, Air and Facility source systems, and exposes web services for use by other states, the EPA, and other entities. The data that is reported and queried returns in an XML format.***

- ***Another POD-built application in Idaho has web services that service the internal and external sources for online interactions and reporting. This application also has web services that service the internal and external sources for online interactions and reporting.***

- ***The Idaho Web Search Facility system interfaces to OpenNode2, using web services and Google Maps. It allows the user to query the Idaho Exchange Node for facilities and addresses. These facilities are part of the EPA facility reporting.***

- ***For the Idaho Department of Transportation POD developed an application that is a rewrite of the mainframe data model that allows external agencies access to Transportation customer data for activities such as law enforcement. The application publishes a series of web services to allow for connectivity and return JSON.***

- ***We have also developed an application that uses web services to download data, using JSON for nurses to evaluate consumers while in a disconnected mode. The system uses IndexedDB and HTML5 to cache resources so that the nurses can open the web application and enter data. When the nurse returns to the office, the system detects a connection and prompts for uploading the questionnaire data. When the upload is initiated, it uses JSON and web services to enter the new data into the web application.***

4.3.9 Develop database systems to replace legacy environmental information systems.

Legacy system migration is a core competency of POD. Our first project in the Environment and Natural Resources area more than a decade ago was with the New Mexico Environment Department (NMED) to assist in replacing a legacy underground storage tank reporting system with a modernized server-based system. In the environment and natural resources area, we continue to support NMED with modernizations, including providing staff augmentation services for analysis and IV&V services for

Discriminators

POD has years of experience in developing the necessary web services

implementations. Similarly, we have supported ID DEQ as it upgraded its systems. We are currently working with the Montana Department of Natural Resources and Conservation (DNRC) in analyzing, architecting, designing, and prototyping its Water Rights Information System, and providing IV&V services for the Montana Department of Environmental Quality for its Remediation Information Management System replacement. Outside of the environment and natural resources area, we currently have legacy replacement and modernization projects going with the Idaho Transportation Department, New Hampshire Department of Safety, and New Mexico Retiree Health Care Authority and are starting one with the Nevada Department of Motor Vehicles.

4.3.10 Develop systems that will have a functional audit trail.

In Montana, the application POD developed logs screen names, user names, identifying data, and date/time every time a user accesses a screen or looks up a consumer's data. Our modernization system in the Idaho Transportation Department logs all data access, authentications, and system-to-system interface actions. We've been implementing full functional audit trails for our systems, a particular requirement for the financial and healthcare systems we've built, for more than 20 years. For our system and data migration projects, we implement full traceability for all data between the source and target systems, which we refer to as the lineage of the data.

POD can not only meet any specific needs for audit trails for the NDEP but also recommend best practices to be implemented.

4.3.11 Develop systems that will limit access to authorized users.

Due to our significant work in healthcare, public safety, and motor vehicles and with the Department of Defense and Department of Energy, security authentication and authorization has been a critical part of our projects since POD was founded almost 30 years ago. Our standard is to encrypt all data at rest and in motion. We base user authentication on trusted sources (e.g., Active Directory, LDAP, and third-party identity management systems), and implement user authorization based on group and role memberships for the authenticated user. This security measure is implemented for all web services, Web APIs, and user interfaces where direct access to data is allowed. We work with our clients' cybersecurity staff to ensure that we meet or exceed their security requirements, including authentication, authorization, and auditing. Two recent examples follow.

Discriminators

POD has focused on security and built in security in all our projects for more than 28 years.

- ***In Idaho, we implemented an application that uses Active Directory to authenticate the user and look up the user roles. Once the application has decided the role, it displays and protects information based on that role.***
- ***In Montana, our application uses Java and web services to access a LDAP server that provides authentication and user role lookup. Some of the roles include user, super user, external user, and read only. Once the application has decided the role, it displays and protects information based on that role.***

POD is familiar with industry standards for security and access controls.

4.3.12 Develop systems that will incorporate validity data checks

With data quality as a foundational component of our projects, we implement data validity checks into our applications, web services, Web APIs, and system and data modernization efforts. Two recent examples follow.

- ***In the Idaho Transportation Department project, all data being submitted by the modernization system to the Enterprise Customer system's Web APIs is validated before being processed into the database. All data (including invalid data) is logged, and invalid data is reported back to the calling system.***

- ***In New Mexico, our budget system for the State's education and local government agencies validates all data submitted electronically against complex financial rules to ensure compliance before acceptance of the data. All submitted data is logged, and all invalid data is reported back to the submitter for correction.***

4.3.13 Development of systems that will respond to abnormal conditions and produce error logs

As a system developer and integrator for almost 30 years, POD develops systems so that the systems catch and respond to errors and abnormal conditions without failing. We implement defensive coding and architecture principles into our applications, including our system-to-system interfaces. Recent examples follow:

- ***In Idaho, we developed an application that calls a custom .NET library to log errors to a central database. The library uses the application name, user name, exception and date time as some of the fields that it tracks. If appropriate, the user is notified of the error and what steps to take next (e.g., continue, call an administrator, etc.). Some of the abnormal conditions defined by the Idaho Transportation Department are around the areas of fraud, so in those cases the user is not notified, but the appropriate fraud prevention staff members are notified of the fraud attempts for immediate investigation.***

- ***In Montana, our application calls a custom .NET library to log errors to a central database. The library uses the application name, user name, exception and date time as some of the fields that it tracks. The user is notified of the error and what steps to take next (e.g., continue, call an administrator, etc.).***

4.3.14 Any resulting contract will serve as a master contract for Exchange Network services. The Division will issue a task order for a particular service; and, within ten (10) days, the awarded vendor will provide a proposed scope of work including a schedule and cost information. The work will commence when the Division issues written approval of the proposed scope of work, schedule and cost for the specified task.

POD agrees with this process.

4.4 – Functional Requirements

POD will comply with the project requirements and will transmit environmental data from NDEP's local source systems to any required Federal databases via the National Environmental Information Exchange (NEIE) Network. Our experience with the Microsoft Server versions, .NET development, SQL Server 2012, and Oracle, as well as with development and integration of nodes for reporting to the Exchange, will make this project successful.

As outlined in prior sections, POD has successfully implemented data exchanges from State Environmental agencies to the NEIE Network.

4.5 – Security Standards

POD is very familiar and comfortable with implementing solutions that must meet stringent security requirements and applicable security standards. Such implementation includes classified work performed for some of our national laboratories, where security is a primary concern. It is also exemplified by our work in healthcare, public safety, motor vehicles, and with the Department of Defense and the Department of Energy, where security authentication and authorization has been a critical part of our projects since POD was founded almost 30 years ago.

4.5.1 System must meet State security standards for transmission of personal information as outlined in NRS 205.4742 and NRS 603A.

We work with our clients' cybersecurity staff to ensure that we meet or exceed their security requirements, including authentication, authorization, and auditing. For example, in Idaho we worked with the clients' cybersecurity staff to identify the specific technologies acceptable for authentication, authorization, and encryption. We submitted all developed software for security review and testing as part of the testing and acceptance process. We also met with the clients' internal audit staff to ensure that we captured all required data and provided the reporting capability to meet their needs.

Discriminators

POD has built in stringent security of sensitive data, including HIPAA requirements, for more than a decade.

4.5.2 Protection of sensitive information will include the following:

4.5.2.1 Sensitive information in existing legacy applications will encrypt data as is practical

Our standard for our current projects is to encrypt all data at rest and in motion. We implement Transparent Data Encryption (TDE) implemented via SQL Server on the database. We also implement the latest Transport Layer Security/Secure Sockets Layer (TLS/SSL) that our clients can support for all web applications, web services, and Web APIs. For file storage, we implement Microsoft's encrypted file stores, if possible, or implement an encryption algorithm to encrypt the files before storage if encrypted file stores are not possible.

4.5.2.2 Confidential Personal Data will be encrypted whenever possible

Our standard for our current projects is to encrypt all data at rest and in motion. Where applicable, we apply column-level encryption to database columns containing confidential personal data. This is in addition to the standard TDE implemented via SQL Server on the database. POD is very experienced in working with personally identifiable information (PII) and confidential data in general—and the associated restrictions and precautions that must be taken into account.

4.5.2.3 Sensitive Data will be encrypted in all newly developed applications

POD follows the same procedures for sensitive data as for confidential personal data. Our standard for our current projects is to encrypt all data at rest and in motion. Where applicable, we apply column-level encryption to database columns containing sensitive data. This is in addition to the standard TDE implemented via SQL Server on the database. POD is very experienced in working with sensitive data and the associated restrictions and precautions that must be taken into account.

4.5.3 All information technology services and systems developed or acquired by agencies shall have documented security specifications that include an analysis of security risks and recommended controls (including access control systems and contingency plans).

POD will work with NDEP to ensure that all security specifications are documented, and to support security risk analysis and controls. We base user authentication on trusted sources (e.g., Active Directory, LDAP, and third-party identity management systems), and implement user authorization based on group and role memberships for the authenticated user. This security measure is implemented for all web services, Web APIs, and user interfaces where direct access to data is allowed. We work with our clients' cybersecurity staff to ensure that we meet or exceed their security requirements, including authentication, authorization, and auditing.

4.5.4 Security requirements shall be developed at the same time system planners define the requirements of the system. Requirements must permit updating security requirements as new threats/vulnerabilities are identified and/or new technologies implemented.

POD will work with NDEP to ensure that all security requirements are identified. We work with our clients' cybersecurity staff to ensure that we meet or exceed their security requirements, including authentication, authorization, and auditing, and handling new threats, vulnerabilities, and technologies. For example, In Idaho POD worked with the client's cybersecurity team to identify all requirements for security as the implementation began. During the implementation, SSL technologies

were upgraded with TLS, and POD tracked and modified the requirements accordingly to ensure secure implementation. A similar thing occurred as the client changed its encryption standards and POD tracked and modified the requirements appropriately.

4.5.5 Security requirements and evaluation/test procedures shall be included in all solicitation documents and/or acquisition specifications

POD will work with NDEP to ensure that all security requirements and evaluation/test procedures are met. For example, we have worked with our clients in Idaho to ensure that all tests included the appropriate security requirements. The POD system also was verified by the client's cybersecurity review team as part of the test procedures.

4.5.6 Systems developed by either internal State or contracted system developers shall not include back doors, or other code that would cause or allow unauthorized access or manipulation of code or data.

POD does not develop systems with backdoors or that allow unauthorized access or manipulation of code or data. In our work in healthcare, public safety, motor vehicles, and with the Department of Defense and Department of Energy, security authentication and authorization has been a critical part of our projects since POD was founded almost 30 years ago. Thus, backdoor and unauthorized access to data have not and will not be any part of POD's solutions for the NDEP.

4.5.7 Security specifications shall be developed by the system developer for approval by the agency owning the system at appropriate points of the system development or acquisition cycle.

POD will work with NDEP's cybersecurity staff to ensure that we meet or exceed their security requirements, including authentication, authorization, and auditing, and handling new threats, vulnerabilities, and technologies. POD can accommodate this collaboration at any appropriate points in the system development or acquisition cycle.

Discriminators

POD will ensure that the security we implement will meet or exceed NDEP's security requirements.

4.5.8 All system development projects must include a documented change control and approval process and must address the security implications of all changes recommended and approved to a particular service or system. The responsible agency must authorize all changes.

POD follows a standard change control and approval process with our clients. We will work with NDEP's staff and the State's assigned Project Manager to ensure that we are following NDEP's preferred process and that security implications are addressed in any change request.

4.5.9 Application systems and information that become obsolete and no longer used must be disposed of by appropriate procedures. The application and associated information must be preserved, discarded, or destroyed in accordance with Electronic Record and Record Management requirements defined in NRS and NAC 239, Records Management.

POD follows a standard secure data destruction policy to handle obsolete data. We will work with NDEP's cybersecurity staff to ensure we meet or exceed their data preservation and destruction requirements and meet the State's records management policies.

4.5.10 Software development projects must comply with State Information Security Consolidated Policy 100, Section 4.7, Software Development and Maintenance and State Standard 131, "Security for System Development".

POD will work with NDEP's cybersecurity staff to ensure that we meet or exceed their system security and software development requirements and policies.

4.5.10.1 Separate development, test and production environments must be established on State systems.

POD will work with the State's staff to ensure that these separate environments are established on the State systems. POD is experienced in working with solutions supported by separate environments and considers it a best practice.

4.5.10.2 Processes must be documented and implemented to control the transfer of software from a development environment to a production environment.

POD follows a standard process for promoting software from the development to test, and from test to production environments. This standard includes documented deployment processes for each environment. POD will work with the State's staff to ensure that the State's processes are followed, documented, and implemented for this project.

4.5.10.3 Development of software and tools must be maintained on computer systems isolated from a production environment.

POD follows a standard process in which no development is allowed in the test or production environments. POD will work with the State's staff to ensure that the State's processes are followed, documented, and implemented for this project.

4.5.10.4 Access to compilers, editors and other system utilities must be removed from production systems.

POD follows a standard process in which no development is allowed in the test or production environments. This restriction includes development tools, compilers, and editors, and prevents all developer access to the test and production systems. POD will work with the State's staff to ensure that the State's processes are followed, documented, and implemented for this project.

4.5.10.5 Controls must be established to issue short-term access to development staff to correct problems with production systems allowing only necessary access.

POD follows a standard process in which no development is allowed in the test or production environments. We establish hot-fix development areas that are separate from the test and production

systems so that problem correction can occur via hot fixes that are tested and deployed appropriately. POD will work with the State's staff to ensure that the State's processes are followed, documented, and implemented for this project.

4.5.10.6 Security requirements and controls must be identified, incorporated in and verified throughout the planning, development, and testing phases of all software development projects. Security staff must be included in all phases of the System Development Lifecycle (SDLC) from the requirement definitions phase through implementation phase.

POD follows a standard Software Development Life Cycle (SDLC) process that incorporates Agile processes and security throughout. POD will work with the State's staff to ensure the State's SDLC processes are followed and implemented for this project. POD believes in planning for security from the beginning, and not just trying to implement security as an afterthought. In all POD's projects we plan, design, develop, and test for security concerns and ensure that standards are complied with throughout the SDLC.

TAB VII – SECTION 5 – SCOPE OF WORK

5.4.2 Activities

General activities will be to establish and configure a server and database environment to install the OpenNode2 software framework. This is an open source .NET middleware and database piece that allows for plugins to interface with the EPA and automate/schedule submission. The next activities will be to analyze the data requirements for each data flow, make any necessary system enhancements when data elements are invalid or missing, develop the flow processes, develop required plugins, test the data flow and EPA XML submission, implement the data flow and plugins into production, and submit data to the EPA in production.

5.4.2.1 Work with the State to provide a detailed project plan with fixed deadlines that take into consideration the State holiday schedule

A. Project schedule including tasks, activities, activity duration, sequencing and dependencies

POD's project manager for this effort has more than 8 years of experience as a project manager and in working with Microsoft Project. She strong experience with infrastructure and database projects and in communicating effectively with stakeholders. She has worked on more than 10 projects of similar or larger size and scope over the last 8 years. She is very experienced in working with MS Project and developing detailed project plans that include tasks, activities, durations, sequencing, and dependencies. Typically, those plans also highlight tasks performed or coordinated with State staff to ensure that those items are clearly communicated.

Discriminators

POD's project manager has decades of experience in developing project schedules for similar projects.

These tasks (activities, durations, dependencies) will be included in a granular project schedule that will be completed after the joint application design (JAD) sessions. It will then be submitted to the NDEP for approval.

B. Project work plan for each deliverable, including a work breakdown structure

POD's project manager will provide a work breakdown structure (WBS) that accounts for each deliverable. This WBS will be delivered to NDEP in an industry-standard format. All POD's IT projects, for more than two decades, have included a WBS that complements the MS Project plan.

C. Completion date of each task

After the JAD sessions, when the requirements are defined and agreed to, the MS Project schedule will contain the completion date for each identified task. Tasks are typically tracked with start and end dates and then updated to show actual completion dates as these occur. If tasks are completed after the scheduled dates, any potential impact is analyzed and appropriate actions are taken.

D. Project milestones

In MS Project, our project manager will identify each project milestone so that it can be easily tracked. There is a series of tasks that leads up to each milestone. Milestones are typically tracked as a zero duration event, which indicates completion of the milestone (as well as all required predecessor tasks). Groups of tasks are typically grouped together with the corresponding milestone task.

E. Entrance and exit criteria for specific project milestones

POD develops a Project Management Plan (PMP) for each of our projects. Our PMPs, in accordance with the Project Management Body of Knowledge (PMBOK), always contain entrance and exit criteria for each milestone on the project. Milestones for NDEP's proposed project include implementations of new data flows, ICIS air flow, ATTAINS flow, the WATER Quality System Development, and the NPDES. Entrance and exit criteria for each milestone will be contained in that document, along with sections on risk management, communications planning, and project roles and responsibilities for both POD and State personnel.

F. Project organization including a resource plan defining roles and responsibilities for the awarded vendor, subcontractors (if applicable) and State

This resource plan will be included in the PMP discussed in the section above. The roles that each resource will play are reviewed during the project kickoff and documented in a resource plan. This plan may be updated if any resources change (for either the State or POD). As needed, multiple persons may contribute to a given resource's tasks.

5.4.2.2 Attend and participate in all project related meetings requested by the State at a location to be determined by the State. Attendance may be in person or via teleconferencing, as mutually agreed to by the project team.

POD will comply with this requirement. POD has WebEx accounts and can easily set up web conferences for scheduled or ad hoc meetings.

5.4.2.3 Provide written semi-monthly project status reports delivered to State project management by the third (3rd) working day following the end of each reporting period. The format must be approved by the State prior to issuance of the first semi-monthly project status report. The first semi-monthly report covers the reporting period from the 1st through the 15th of each month; and the second semi-monthly report covers the reporting period from the 16th through the end of the month.

POD will comply with this requirement, including all specific required report elements.

5.5 Flow Components

5.5.2 Activities

General activities will be to establish and configure a server and database environment to install the OpenNode2 software framework. This is an open source .NET middleware and database piece that allows for plugins to interface with the EPA and automate/schedule submission. The next activities

will be to analyze the data requirements for each data flow, make any necessary system enhancements when data elements are invalid or missing, develop the flow processes, develop required plugin, test the data flow and EPA XML submission, implement the data flow and plugins into production, and submit data to the EPA in production.

5.5.2.1 Design flow components

POD will work with NDEP to design and implement a plan for data submission to the EPA. This plan may require real time or batch submissions via a plugin that will be installed in the OpenNode2 framework. POD will uses existing plugins or develop plugins based upon the need and requirement of NDEP. POD will also work with NDEP to identify any system shortfalls where the NDEP source data system may need to be enhanced to meet EPA report requirements.

A. Develop a node implementation plan

POD will work with NDEP to design and implement a plan for each node component. This work will include coordinating any systems enhancements with the movement of the node data flows and plugin migrations.

5.5.2.2 Develop flow components

POD will work with the NDEP business and information system experts to map internal data elements to data elements defined in the EPA Exchange specifications. Once the mapping is defined and documented, POD will develop procedures to extract the data from the source NDEP system, apply logic to transform it into EPA format and specifications, and then load it into the staging database. POD will also work with NDEP to determine the schedule of the ETL (extraction, transformation and loading) processes, i.e., batched on a scheduled data or real time. The web node application will then pull the data from the staging database and submit it to the EPA in an XML format via web services.

A. Develop, install and configure software necessary to perform the required web services

POD will work with information technology resources to install and configure the server, database, and middleware to transmit data to the EPA in an XML format. This task will involve configuring and installing the OpenNode2 server, which is a framework for plugins that extract data from a staging database to submit to the EPA. The software has web services interfaces to the EPA for user authentication, XML submissions, and EPA XML validation and data responses.

B. Map the middleware to the production data

POD will work with the NDEP business and information system experts to map the submissions of the XML data to the corresponding EPA system. This mapping is usually done as a parameter to the plugin that is configured inside the administration tool of the OpenNode2 software.

5.5.2.3 Test flow components

POD will work with internal resources (NDEP) to establish data tests with XML viewers and other test procedures. Once the tests are validated and approved, POD will work with the EPA to submit test

submissions to the corresponding EPA test environment. Once accepted by the EPA edits, POD will work with the NDEP users to gain access to the EPA test environments and test the submission to the EPA.

A. Test the system functionality and troubleshoot any problems

POD will work with internal resources (NDEP) to test and validate the submission XML before sending test submissions to the EPA. If any items in the XML do not map correctly to values in the corresponding NDEP database, POD will work with NDEP to correct the issue. Once the values in the XML pass validations defined by NDEP and initial EPA validations (built within the plugin), POD will submit a test to the corresponding EPA environment. If any validations fail with the submission, POD will work with NDEP to correct the issue. After the submission is successful, POD will work with NDEP and the EPA to verify and validate the data correctly loaded in the corresponding EPA system. POD will work with the EPA and NDEP to correct any issues and resubmit the NDEP data if needed.

5.5.2.4 Implement flow components

Once the flow components have passed an internal test (NDEP) and a passed submission tests to the EPA, the database, extraction and loading components will be moved to production. Additionally, the plugin will be migrated to the production middleware and mapped to the corresponding production environment.

Discriminators

POD has provided detailed documentation in Idaho, similar to what is required by NDEP.

A. Prepare flow configuration documentation to provide technical details that describe the data methodology and procedures

POD will work with NDEP to develop document standards that meet NDEP requirements for technical descriptions for data flows and plugins. Once standards are defined, POD will create the documents for each implemented flow per the standards.

B. Provide on-site training to Division IT staff to enable maintenance and troubleshooting of the Node

POD will provide both on-site training and training via WebEx. All on-site training sessions will be recorded and available to end users on the NDEP intranet for their review as their time permits.

TAB VIII – SECTION 6 – COMPANY BACKGROUND AND REFERENCE

6.1.1 Company Profile

Question	Response
Company name:	POD Inc.
Ownership (sole proprietor, partnership, etc.):	Corporation
State of incorporation:	New Mexico
Date of incorporation:	1988
# of years in business:	28
List of top officers:	Samantha Lapin, President/CEO Dale Atkinson, CTO
Location of company headquarters:	Albuquerque, NM
Location(s) of the company offices:	Albuquerque, NM
Location(s) of the office that will provide the services described in this RFP:	Albuquerque, NM
Number of employees locally with the expertise to support the requirements identified in this RFP:	20
Number of employees nationally with the expertise to support the requirements in this RFP:	35
Location(s) from which employees will be assigned for this project:	Albuquerque, NM

6.1.5 Has the vendor ever been engaged under contract by any State of Nevada agency?

Yes		No	X

6.1.6 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

Yes		No	X

6.1.7 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed.

Does any of the above apply to your company?

Yes		No	X

6.1.8 Vendors must review the insurance requirements specified in Attachment E, Insurance Schedule for RFP 3251. Does your organization currently have or will your organization be able to provide the insurance requirements as specified in Attachment E.

Yes	X	No	

6.1.9 Company background/history and why vendor is qualified to provide the services described in this RFP. Limit response to no more than five (5) pages – This information is contained in Section XI – Other Informational Material

6.1.10 Length of time vendor has been providing services described in this RFP to the public and/or private sector. Please provide a brief description – This information is contained in Section XI – Other Informational Material

6.2.1 Does this proposal include the use of subcontractors?

Yes	X	No	

POD is including specific subcontractor information in Section IX – Proposed Staff Résumés.

TAB IX – PROPOSED STAFF RÉSUMÉS

As per the answers to vendor questions, #19, contained in Amendment 1, POD has provided 3 references for our sub-contractor, Patrick Schwarz, but not our employees that we are submitting.

Project Manager – Denise Brickley

COMPANY NAME:	POD Inc		
☐ **Contractor X**		☐ **Subcontractor**	
Name:	Denise Brickley		☐ **Key Personnel X**
Classification:	Project Manager	**# of Years in Classification:**	9
Brief Summary of Experience:	Ms. Brickley has been an IT Project Manager for 9 years and had 8 years of experience as an IT Program/Project Coordinator before that. She is well versed in managing IT and infrastructure project implementation life cycles (as assigned from portfolio) through phases—initiation, information gathering, requirements gathering and definition, scope and charter development, vendor selection, statements of work, planning, design, scope, change requests, change orders and control, development, configuration, conversion, migration, testing, communications, preparation for post-production support, deployment/cutover, and stabilization. She has valuable experience in the areas of budget and cost estimating; spend plan development; management and reporting for initiatives of from $200K up to $4M		
# of Years with Firm:	3		

RELEVANT PROFESSIONAL EXPERIENCE	
Required Information: ***MMYYYY to Present:*** ***Vendor Name:*** ***Client Name:*** ***Client Contact Name:*** ***Client Address, Phone Number, Email:*** ***Role in Project:*** ***Details and Duration of Project:*** ***Software/hardware used in engagement:***	• 8/2013 – 10/2014 • POD Inc. • Dale Atkinson • 5971 Jefferson St. NE, Suite 101 505-243-2287 • Dale.atkinson@poddatasolutions.com Ms. Brickley has been the Project Manager (PM) for the internal IT group of POD and its parent company, RESPEC. This group supports all business units, and Ms. Brickley is the PM for all its projects. She is responsible for the assessment, prioritization, resourcing, and reporting of the technical portfolio of projects. She created the Technology Projects Portfolio by facilitation and assessment, analysis, and reporting of the technology projects list. She initiated and collaboratively established and facilitated a core change control board for changes in regular technical and/or projects and prioritization and review of risks and issues, including resourcing. She identifies, quantifies, tracks, and reports on requested, needed, new, or unforeseen projects to be added to the Portfolio. She established team resources' time-reporting requirements for traceability to specific Portfolio efforts. Using PMI-based methodologies, she manages the implementation of IT infrastructure and development projects through the standard phases. These have included but were not limited to: Network Assessment, Security and MS Active Directory Assessment, Corporate WAN/IPVPN upgrade to Level3 Telecom MPLS circuits for U.S. offices with related upgrades on-site network and routing hardware and software (Cisco); implementation of CommVault backup system for corporate data; Corporate data center consolidation to a Collocation facility with new VM environment and EMC SAN migration.

Required Information: ***MMYYYY to MMYYYY:*** ***Vendor Name:*** ***Client Name:*** ***Client Contact Name:*** ***Client Address, Phone Number, Email:*** ***Role in Project:*** ***Details and Duration of Project:*** ***Software/hardware used in engagement:***	• 3/2015 – Present • Tech Mahindra (Prime Integrator for State of New Hampshire DMV VISION System Modernization) • POD Inc. • Dale Atkinson • 5971 Jefferson St. NE, Suite 101 505-243-2287 • Dale.atkinson@poddatasolutions.com Ms. Brickley has been the Project Manager (PM) for the Data Mapping, Cleansing, Transformation and Migration project for the overall New Hampshire DMV VISION system modernization (Prime integrator: Tech Mahindra). The effort includes data mapping and cleansing of legacy mainframe data to target data table structures for the new VISION system in a SQL 2014 database(s) environment, and ETL script development for transformation and migration execution. The project team works with NH DMV business subject matter experts (SMEs) to provide discrepancy and error counts, to facilitate the development and implementation of business rules. The team works with Tech Mahindra VISION (Microsoft CRM-based) system business analysts and developers to validate the mapping, incremental and full migrations, data refreshes, and testing cycles/changes. Task planning as included the use of Microsoft Project and the Microsoft TFS tool for organization, management and tracking.

EDUCATION	
Institution Name:	North Carolina State University
City:	Raleigh
State:	North Carolina
Degree/Achievement:	BA in English / Journalism
Certifications:	

HARDWARE/SOFTWARE SUMMARY (Be Specific)		
	Description	***# of Year's Experience***
Environments:	MS Windows	10+
Hardware:	Major manufacturers' desktop hardware, MFDs, printers, scanners, mobile/tablet devices.	10+

Software:	MS Office Professional Suite including Visio and PowerPoint; Project and SharePoint; Inter/intranet & web; mobile apps; instant messaging [Skype, Lync 2013 Client, MSN, Spark], teleconference and web conferencing [Go To Meeting, Infinite, WebEx, AT&T Connect/Interwise, Adobe], Lotus Notes; Hyperlink Publisher; Daptiv [eProject]; Cognos.	10+
Tools:	DocuSign	4
Databases:	MS Access	8
REFERENCES		
Minimum of three (3) required, including name, title, organization, phone number, fax number and email address		

Technical Lead /Database Architect– Patrick Schwartz (subcontractor)

Contractor	**Subcontractor - Yes**

Name:	Patrick Schwarz	**Key Personnel**	
Classification:	Technical Lead	**# of Years in Classification:**	22
Brief Summary of Experience:	Patrick has over twenty-two years of multi-technology solution experience, with demonstrable leadership in developing solutions for a wide range of private and State Government clients. He has chaired national Architectural Committees, won state-wide awards from State Government, and has the proven ability – with documented justification - to instantly create a trusted partner relationship with State clients. On his engagements, he supervises the application life-cycle on projects, including Analysis, Programming, QA, and Implementation. His ability to anticipate and solve application infrastructure problems continuously mitigates major issues on engagements. Patrick has excellent interpersonal skills and has repeatedly shown the ability to gain the respect of the technical resources assigned to various projects. It is not just Patrick's unparalleled breadth and depth of technical knowledge that sets him apart from run-of-the-mill Software Developers, but rather the ability to advise, recommend, and present solutions to clients that consider the entire business/policy/technology paradigm.		
# of Years with Firm:	3		

RELEVANT PROFESSIONAL EXPERIENCE	
Required Information: ***MMYYYY to Present: Feb 2012 - Present*** ***Vendor Name:*** *POD* ***Client Name:*** *Idaho DEQ* ***Client Contact Name:*** *Gerald Smith* ***Client Address, Phone Number, Email:*** *1410 N Hilton, Boise, ID 83706* *(208)373-0334* *gerald.smith@deq.idaho.gov* ***Role in Project:*** *Software Developer/ Node Administrator* ***Details and Duration of Project:*** *See Description to the Right* ***Software/hardware used in engagement:*** *OpenNode2, IIS7, Umbraco, C#, NHibernate, Entity Framework, Sql Server, MVC*	**Ground Water - Software Developer** Implement enhancements and bug fixes for the Ground Water system using C#, ASP.Net, Entity Framework MVC 4, AJAX, and SQL Server. This was a 2 month project for the Water Program. **Source Water - Software Developer** Implement the unfinished Source Water system into production with enhancements and bug fixes using C#, ASP.Net, Hibernate, AJAX, and SQL Server. This was a 5 month project for the Water Program. **Umbraco Upgrade - Server Admin/Software Developer** Upgrade and enhance Umbraco CMS for DEQ's external web site. The website has content publishing and is the primary interface with the public for hearings, new releases, media events, etc. This was a 6 month project for the Admin. **EPA Node Upgrade and Maintenance - Server Admin/Software Developer** Implement new programs for reporting to the EPA using OpenNode2 for reporting and SQL Server. This requires adding new plug-ins, data conversions, establishing ETL processes and interacting with source systems to extract data. This also requires writing and implementing new web interfaces using C#, ASP.Net, Entity Framework MVC 4, AJAX, and SQL Server to allow the public to query the node data. This is a multiyear project for the Admin.
Required Information: ***MMYYYY to MMYYYY:*** *Jan 2102 - Current* ***Vendor Name:*** *Runestone Solutions Inc.* ***Client Name:*** *Jennifer Zody* ***Client Contact Name:*** *Jennifer Zody* ***Client Address, Phone Number, Email:*** *3404 Cooney Drive* *Helena, MT 59601* *(406)443-4020* *jzody@mpqhf.org*	Healthcare system to support Montana state requirements for elder placement. Responsible for tablet application that is available for nurse data entry in the field. Responsible for enhancing system for external access, creating automated build process, and stabilizing system. Responsible for upgrading technologies, used in the OPAS system, to the latest technologies and regression testing.

Role in Project: *Software Developer* ***Details and Duration of Project:*** *See Description to the Right* ***Software/hardware used in engagement:*** IceFaces (JSF), Java, Spring, Hibernate, Oracle, Linux, Ant, Maven	This migration includes upgrading IceFaces 1.8 to 3.2, Hibernate from 2 to 3.5 and Spring to 3.2 from 3.

EDUCATION	
Institution Name:	University of Montana/Montana State University
City:	Missoula, MT/ Billings, MT
State:	MT
Degree/Achievement:	Bachelors (working), Associated
Certifications:	

HARDWARE/SOFTWARE SUMMARY (Be Specific)		
Description		***# of Years' Experience***
Environments:	Windows Server, Linux	20
Hardware:	Server, Client, Desktop	20
Software:	Visual Studio, TFS, Sharepoint, Eclipse	20
Tools:	C#, Java, Nhibernate, Hibernate, JSF, Entity Framework	20
Databases:	SQL Server, Informix, Oracle	20

REFERENCES	
Minimum of three (3) required, including name, title, organization, phone number, fax number and email address	Three references have been sent to the Procurement Manager.

6.2.1.1 - Identify specific subcontractors and the specific requirements of this RFP for which each proposed subcontractor will perform services. – ***Patrick Schwarz will serve as the technical lead on the project and has been working with the subject interfaces with Idaho DEQ for more than two years. He will perform and oversee the development and testing of the interfaces.***

6.2.1.2.A – ***The contractual arrangement with the vendor is a Corp to Corp contract***

6.2.1.2.B – ***The sub-contractor will be supervised by the Project Manager and the Account Manager. The communication channels for the sub-contractor will be the project manager, the account manager and, if necessary, the CEO. These channels of communication will ensure compliance with the contract terms.***

6.2.1.2.C – ***The sub-contractor has worked for POD for three years. His primary experience has been two projects in Idaho and one in Montana (covered in this resume). The quality of his work and experience has been outstanding and he is fully qualified to be the Technical Lead on this project.***

6.2.1.3 – Vendors must describe the methodology, processes and tools utilized for:

6.2.1.3.A – Selecting and qualifying appropriate subcontractors for the project – ***Patrick Schwarz was selected and qualified for this project due to his experience working on the same type of interfaces for Idaho DEQ. POD does background checks on each employee and sub-contractor.***

6.2.1.3.B – Incorporating the subcontractor's development and testing processes into the vendor's methodologies – ***Patrick Schwarz has worked as a subcontractor to POD for over three years and his approach to projects he has worked on has followed POD's development and testing methodologies.***

6.2.1.3.C – Ensuring subcontractor compliance with the overall performance objectives for the project – ***Patrick Schwarz's work on this project will be overseen by our Project Manager who has***

6.2.1.3.D – Ensuring the subcontractor deliverables meet the quality objectives of the project – ***POD's Project Manager will oversee the development and quality of all deliverables on this project.***

Implementation Lead – John Masciantoni

COMPANY NAME:	POD Inc.		
☐ **Contractor X**		☐ **Subcontractor**	
Name:	John Masciantoni		☐ **Key Personnel X**
Classification:	Implementation Lead	**# of Years in Classification:**	20
Brief Summary of Experience:	With more than 20 years in the IT field, Mr. Masciantoni has had extensive experience in the design, development, and implementation of complex applications in a variety of commercial and scientific environments. He has experience in managing project deliverables, interfacing with end-users and client stakeholders, and negotiating for multiple resources to manage and complete projects		
# of Years with Firm:	12		

RELEVANT PROFESSIONAL EXPERIENCE	
Required Information: ***MMYYYY to Present:*** ***Vendor Name:*** ***Client Name:*** ***Client Contact Name:*** ***Client Address, Phone Number, Email:*** ***Role in Project:*** ***Details and Duration of Project:*** ***Software/hardware used in engagement:***	01/2004 – Present Sandia National Laboratory Jorge Hernandez 1515 Eubank SE Albuquerque, NM 87123 jgherna@sandia.gov Mr. Masciantoni is working on a series of classified software application projects on behalf of Sandia National Laboratories. He also provides both .NET and Java J2EE software engineering expertise in managing and creating specifications from analysis to technical design for the database applications. He is responsible for defining the architecture for application development as well as the operating system architecture for deployment and execution, as well as hardware sizing.
Required Information: ***MMYYYY to MMYYYY:*** ***Vendor Name:*** ***Client Name:*** ***Client Contact Name:*** ***Client Address, Phone Number, Email:*** ***Role in Project:*** ***Details and Duration of Project:*** ***Software/hardware used in engagement:***	10/2011- 11/2015 POD, Inc. Air Force Research Laboratory Dan Joseph Trujillo Joseph.trujillo.4@us.af.mil Mr. Masciantoni was the lead on a private cloud based computer system for the Air Force Research Laboratory. He designed and implemented a mixed environment to perform simulations and parallel computations with Ubuntu Linux and Microsoft Windows. Dell Poweredge c6100/c6220 ultra-dense cloud servers, Dell C410x GPU expansion chassis

EDUCATION	
Institution Name:	University of New Mexico
City:	Albuquerque
State:	New Mexico
Degree/Achievement:	BS, Computer Science
Certifications:	

HARDWARE/SOFTWARE SUMMARY (Be Specific)		
Description		***# of Year's Experience***
Environments:	Microsoft Windows, Linux (Redhat Enterprise Linux and Ubuntu)	20 6
Hardware:	DELL PowerEdge c6100/c6220, 720/920, c410x PCI expansion, md3200i SAN	5
Software:	C++; C#, J2EE: Java, JSP, JavaBeans, Java Servlets, JavaScript; PowerBuilder, EJB, HTML, XML, .NET, AJAX, UML, Perl	20
Tools:	Eclipse, Visual Studio, SQL Developer	20
Databases:	Oracle, Microsoft SQL Server	20 10
REFERENCES		
Minimum of three (3) required, including name, title, organization, phone number, fax number and email address		

Senior Business Analyst – Susan Franklin

COMPANY NAME:	POD Inc.		
☐ **Contractor X**		☐ **Subcontractor**	
Name:	Susan Franklin		☐ **Key Personnel X**
Classification:	Business Analyst	**# of Years in Classification:**	9
Brief Summary of Experience:	Ms. Franklin is a senior project manager and business analyst with experience in managing and working on large statewide enterprise IT initiatives. She has a combined skill set of business analysis and project management that ensures that the project requirements are correctly captured and delivered upon in the management and execution of the project. Ms. Franklin is a certified project manager with an active PMP.		
# of Years with Firm:	5		

RELEVANT PROFESSIONAL EXPERIENCE	
Required Information:	7/2011 – Present
MMYYYY to Present:	
Vendor Name:	Idaho Transportation Department
Client Name:	Bonnie Fogdall
Client Contact Name:	3011 W. State St., Boise, ID
Client Address, Phone Number, Email:	208-334-8000
Role in Project:	Bonnie.fogdall@itd.idaho.gov
Details and Duration of Project:	Ms. Franklin conducts JAD sessions to identify current workflows and documents relationship, workflow and data diagrams for the organization to reference. She works with stakeholders to reengineer business processes to deliver increased customer valued work activities and improve cross collaboration within the division. She builds project roadmaps inclusive of major features, milestones and delivery prioritizations. She conducts gap analysis and creates associated risk management plans offering mitigation solutions.
Software/hardware used in engagement:	MS Suite 2010/13 MS Project, Viso, TFS, Webex PC/Laptop

Required Information: ***MMYYYY to MMYYYY:*** ***Vendor Name:*** ***Client Name:*** ***Client Contact Name:*** ***Client Address, Phone Number, Email:*** ***Role in Project:*** ***Details and Duration of Project:*** ***Software/hardware used in engagement:***	11/2009 – 6/2011 POD Inc. Idaho Transportation Department Bonnie Fogdall 3011 W. State St., Boise, ID 208-334-8000 Bonnie.fogdall@itd.idaho.gov She investigated and conducted market comparisons of proposed software solutions such as Enterprise Content Management (ECM), and Customer Flow Management (CFM) technologies. She defined risks and a possible mitigation strategy associated with implementation of each software solution. She led cross-functional teams in JAD sessions to define and document business requirements, performed quality assurance audits on software delivery products during system test cycles, and evaluated efficiencies of new processes or software solutions through development of reports and interviews with staff and management at all levels. MS Suite 2010/13 MS Project, Viso, TFS, Webex PC/Laptop

EDUCATION	
Institution Name:	M.A. in Strategic Communication and Leadership, Seton Hall University, East Orange, NJ B.A. in Communications, University of Georgia, Athens, GA
City:	East Orange and Athens
State:	New Jersey and Georgia
Degree/Achievement:	MA – Strategic Communication and Leadership, BA - Communications
Certifications:	Certified Scrum Master (CSM) Project Management Professional (PMP) Scaled Agile Certified Consultant (SA)

HARDWARE/SOFTWARE SUMMARY (Be Specific)		
	Description	***# of Year's Experience***
Environments:	Windows	10+
Hardware:	PC/Laptop	10+
Software:	***MS Suite 2010/13 Project, Viso, Webex*** SCRUM Works Pro, Juniper	10+
Tools:	TFS	3
Databases:	SQL Server 2008	5

REFERENCES	
Minimum of three (3) required, including name, title, organization, phone number, fax number and email address	

TAB X – PRELIMINARY PROJECT PLAN

The project plan starting on the next page is a high-level plan based on the requirements in the RFP. After the JAD sessions, we will deliver a detailed, granular project plan.

NDEP Preliminary Plan	**Mon 10/3/16**	**Fri 6/30/17**
Kickoff Meeting	**Mon 10/3/16**	**Mon 10/3/16**
JAD Sessions	**Tue 10/4/16**	**Wed 10/12/16**
Deliver Detailed Project Plan	**Fri 10/14/16**	**Fri 10/14/16**
New Data Flows	**Fri 10/14/16**	**Fri 10/14/16**
Framework Install	**Fri 10/14/16**	**Fri 10/14/16**
Analysis	Mon 10/17/16	Tue 10/18/16
Environment Setup	**Mon 11/7/16**	**Fri 11/11/16**
Servers	Tue 10/18/16	Thu 10/20/16
Databases	Wed 10/19/16	Fri 10/21/16
Security Setup	**Mon 10/24/16**	**Fri 10/28/16**
Create/Map EPA Roles/Logins	Mon 10/24/16	Wed 10/26/16
Create/Map Local role logins	Thu 10/27/16	Fri 10/28/16
External access setup	**Mon 11/7/16**	**Fri 11/11/16**
Firewalls	Mon 11/7/16	Wed 11/9/16
Nodes	Thu 11/10/16	Fri 11/11/16
Documentation	Mon 11/14/16	Thu 11/17/16
Test Framework/Documentation	Fri 11/18/16	Wed 11/23/16
Implement	Mon 11/28/16	Wed 11/30/16
ICIS Air Flow	**Thu 12/1/16**	**Wed 1/4/17**
Analysis	Thu 12/1/16	Mon 12/5/16
Design	Tue 12/6/16	Thu 12/8/16
Develop Node EPA	Fri 12/9/16	Thu 12/15/16
Documentation	Fri 12/16/16	Mon 12/19/16
Test Node Submission/Documentation	Mon 12/26/16	Fri 12/30/16
Implement	Tue 1/3/17	Wed 1/4/17
ATTAINS Flow	**Thu 1/5/17**	**Tue 2/7/17**
Analysis	Thu 1/5/17	Fri 1/6/17
Design	Mon 1/9/17	Tue 1/10/17
Develop Dataflows/Transformations	Thu 1/12/17	Tue 1/17/17
Develop node EPA	Wed 1/18/17	Mon 1/23/17
Documentation	Tue 1/24/17	Wed 1/25/17
Test Node Submission/Documentation	Mon 1/30/17	Fri 2/3/17
Implement	Mon 2/6/17	Tue 2/7/17

Water Quality System Development	**Thu 2/9/17**	**Wed 5/10/17**
System Analysis	Thu 2/9/17	Fri 2/10/17
System Design	Mon 2/13/17	Wed 2/15/17
System Development	Mon 2/20/17	Wed 3/8/17
System Test/Documentation	Mon 3/13/17	Wed 3/29/17
Implement	Mon 4/3/17	Tue 4/4/17
Flow Analysis	Wed 4/5/17	Fri 4/7/17
Flow Design	Mon 4/10/17	Wed 4/12/17
Develop Dataflows/Transformations	Thu 4/13/17	Wed 4/19/17
Develop Node EPA	Fri 4/21/17	Thu 4/27/17
Documentation	Fri 4/28/17	Fri 4/28/17
Test Node Submission/Documentation	Mon 5/1/17	Fri 5/5/17
Implement	Mon 5/8/17	Wed 5/10/17
NPDES	**Mon 5/15/17**	**Wed 6/21/17**
Analysis	Mon 5/15/17	Wed 5/17/17
Design	Thu 5/18/17	Fri 5/19/17
Develop Dataflows/Transformations	Mon 5/22/17	Fri 5/26/17
Develop node EPA	Mon 5/29/17	Fri 6/2/17
Documentation	Mon 6/5/17	Tue 6/6/17
Test Node Submission/Documentation	Mon 6/12/17	Fri 6/16/17
Implement	Mon 6/19/17	Wed 6/21/17
Training	**Thu 6/22/17**	**Wed 6/28/17**
On-Site Training	Thu 6/22/17	Wed 6/28/17
Semi-Monthly Reports	**Mon 10/3/16**	**Fri 6/30/17**
Attendance at team meetings	**Mon 10/3/16**	**Fri 6/30/17**
Project Closeout	**Fri 6/30/17**	**Fri 6/30/17**

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TAB XI – OTHER INFORMATIONAL MATERIAL

Proposal Summary

POD, Inc., a wholly owned subsidiary of RESPEC Inc., is very pleased to respond to your RFP for providing the services to develop and implement the interfaces necessary for NDEP to continue participating in the National Environmental Information Exchange Network grant program.

Our experience in working on data exchanges in other states gives us extreme confidence that we can design and implement the data exchanges for the ICIS AIR, ATTAINS, and NPDES interfaces.

Discriminators

More than 25 years' experience in developing and implementing software and database solutions

The POD Team is the only contractor team that can offer you a high-value, low-risk solution through the combination of:

- ***A technical solution that covers all NDEP's requirements for the federal interfaces in a detailed and comprehensive manner.***
- ***POD's experience in successfully transitioning similar projects from incumbent vendors.***
- ***An experienced vendor that has performed the exact type of interface work in Idaho. This work required the implementation of new programs for reporting to the EPA, using OpenNode2 for reporting and SQL Server. It also required adding new plug-ins, data conversions, establishing ETL processes, and interacting with source systems to extract data.***
- ***A certified Microsoft Solutions Provider for more than 20 years whose work with Microsoft products is a core competency.***
- ***An Oracle/PeopleSoft partner for more than 10 years.***
- ***A proven methodology that is easy for clients to stay engaged in throughout the project's duration.***
- ***An interactive, iterative process that produces early results—you will know right away and all the way that we are on the right track.***
- ***Experience with analysis/requirements and development/implementation of projects with a scope of work, size, and complexity similar to the NDEP project.***

Discriminators

An experienced team of professionals who have all worked together on similar data interface projects

- ***Seasoned staff members who have worked on similar interface projects as a team and will bring their knowledge and experience to the NDEP.***

POD will bring to this project the business and technical analysis and technical solutions skills, knowledge, and approaches that we have successfully applied for our other clients. We are ready to respond to NDEP's requirements to design, develop, and implement the data exchanges that NDEP

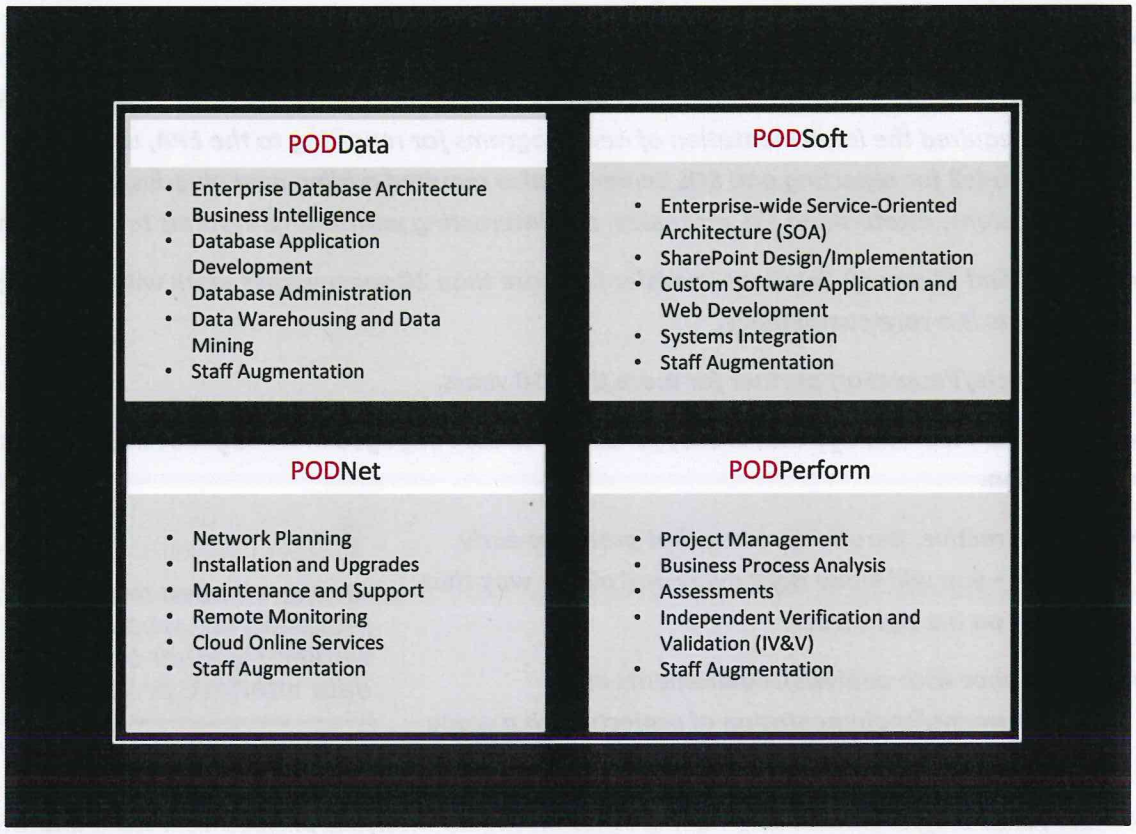
needs to continue working with the federal government on the National Environmental Information Exchange Network grant program. We know how to approach this effort, having conducted similar work for other clients. We are excited to be considered for this project.

Organizational Experience

POD, established more than 25 years ago, in 1988, is a full-service IT company that provides a wide variety of IT solutions to a very diverse customer base. A Microsoft Certified Partner, IBM Business Partner, and Oracle/PeopleSoft Partner, POD supports clients throughout the country in both the public and private sectors. For these clients POD provides business and technical assessments, integrated software development solutions, development of database and software applications, development of integrated technical solutions, infrastructure management, and project management services. As a full-service IT company, POD has a staff of nearly 100 IT professionals that brings a 360-degree approach to IT solutions. As presented in the diagram below, POD comprises four divisions that work together in a supportive and collaborative environment.

Discriminators

Successfully developed interfaces similar to NDEP requirements with Microsoft and Oracle products



POD Divisions

- ***PODSoft and PODData provide software and database solutions—full software systems lifecycle for creating custom software and database applications, integrating and customizing***

off-the-shelf applications, web-enabling database information, developing master data management systems, providing SharePoint design and integration, and offering business intelligence through toolsets such as our own PODhoc instant data mining tool.

- ***PODNet designs and supports networks, from concept design through implementation of operations, including cloud computing, state-of-the-art security, and backup services. Our offerings include managed services and solutions in network assessments, consulting and design, business continuity planning, cyber security, and support for Windows, UNIX, and Linux operating systems.***

Discriminators

A project methodology and approach that makes it easy for you to stay engaged in the project as it progresses. No surprises!

- ***PODPerform offers carefully applied proven methodologies, practices, and techniques in program and project management, assessment services, business process reengineering, and Independent Verification and Validation (IV&V) to ensure that projects are delivered on time and according to specifications.***

We hold the distinction of having earned seven Microsoft competencies with at least two certified professionals in each area, demonstrating our dedication to providing breadth and depth of service and expertise to support our clients. We have earned Microsoft competencies in these areas:

- ***Midmarket Solution Provider***
- ***Hosting***
- ***Data Platform***
- ***Application Integration***
- ***Application Development***
- ***Volume Licensing***
- ***Server Platform***

Discriminators

A certified Microsoft Solutions Provider that has decades of experience in working with Microsoft products

From a corporate perspective, POD is a wholly owned subsidiary of RESPEC Inc., a multidiscipline employee-owned business headquartered in Rapid City, SD. POD is the information technology service arm of RESPEC.

From an organizational perspective, RESPEC and POD together have grown into a dynamic 100% employee-owned technical services company with more than 250 persons and office locations in 12 states and Canada, doing business worldwide. Our submitted financials show that both POD and RESPEC are stable and profitable firms.

This expansion has allowed POD to extend its reach and tap into a talented pool of resources across the country to better serve our client base.

In the table below are examples of related projects we have worked on:

Client	Project Description	Dates of Service
Idaho Department of Motor Vehicles	Requirements definition; architecture design, development, maintenance, and support for the motor vehicle master data management system that integrates data across multiple agencies into a single-source record and single customer view.	January 2011 – Present (12 modules are in production)
Idaho Department of Environmental Quality	Implementation of new programs for reporting to the EPA using OpenNode2 for reporting and SQL Server. This implementation required adding new plug-ins, data conversions, establishing ETL processes, and interacting with source systems to extract data. It also required writing and implementing new web interfaces using C#, ASP.Net, Entity Framework MVC 4, AJAX, and SQL Server to allow the public to query the node data.	January 2012 – Present (nodes are in production)

Client	Project Description	Dates of Service
New Mexico Public Education Department	Assessment, requirements definition, business analysis, business process reengineering, architecture design; and system design, development, implementation, maintenance, and support for the public education budget generation and tracking	January 2005 – Present (first module deployed in June 2005) *(Initial requirements generated from January 2005 - March 2005; subsequent requirements generation occurred with addition of new functionality)*
Montana Department of Health	Healthcare system to support Montana state requirements for elder placement. Responsible for tablet application that is available for nurse data entry in the field. Responsible for enhancing system for external access, creating automated build process, and stabilizing system. Responsible for upgrading technologies, used in the OPAS system, to the latest technologies and regression testing. System supports offline technology for field assessments with no network connectivity, then auto detects connectivity and prompts for evaluation upload. It is done with web services and JSON technologies.	February 2012 – Present
Idaho Department of Motor Vehicles	Requirements definition, architecture design, and system design for data migration for the motor vehicle legacy upgrade and migration.	January 2010 – August 2010
New Mexico Retiree Healthcare Authority	Requirements generation, design, custom software development, implementation of the Retiree Healthcare statewide management system	October 2014 – Present
New Mexico Human Services Department	Requirements generation and business process analysis for developing a behavioral health collaborative data warehouse	July 2010 – December 2010
Sandia National Laboratories	Design, custom software development, implementation, maintenance and support for a series of manufacturing business applications	October 2014 – September 2015